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UNITHERM FOOD SYSTEMS INC.  
100 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

November 07, 1996

Mark Fassler  
CONTINENTAL DELI FOODS  
1300 South Lake St.  
P. O. Box 441  
Cherokee, IA 51012

*Via Fax # 712-225-6513*

Dear Mark:

The following are the results of the smoke trials. It is important to read about each piece to understand the subtle differences.

	SMOKE TIME	ZONE 1	ZONE 2	SMOKE CONCENTRATION
1)	15 min.	350° C	Single Smoke	25/75
2)	15 min.	350° C	Single Smoke	50/50
3)	15 min.	350° C	Single Smoke	50/50
4)	15 min.	350° C	Single Smoke	30/70
5)	18 min.	350° C	Single Smoke	25/75
6)	15 min.	350° C	Single Smoke	?

At this point, we felt we should alter another variable other than just time and smoke concentration. We elected to twice smoke the product.

7)	15 min.	350° C	2nd - 5 min.	25/100
8)	10 min.	350° C	2nd - 10 min.	25/100

PTO-004031

U-03894

Mark Fassler

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November 07, 1996

9) To OKC	10 min	350° C	2nd - 10 min	30/100
10)	10 min.	350° C	2nd - 10 min	30/100
11)	10 min.	350° C		50/50

Mark, based on your comments on the test product, we would decide which variable to change with next. We could increase smoke, time and temperature or decrease any factor. We would like to hearing from you.

David Howard

David Howard  
President

DH480MF

PTO-004032

U-03895

UNITHERM Food Systems, Inc.										Date: 11/07/96
Cooking Trial Data										
Test #	Belt Speed	Cook Time	Product: Ham		Start Weight	Cooked Weight	Yield	Supplied By: Con't'l Deli Food	Internal Temp. F.	Remark
			Temperatures C.	Zone 2						
#1		15M		350						Chopped Select 25/75
#2		11		11						" 4 50/50
#3		15M		350						50/50 Single Smoke
#4		15M		350						Single Smoke 30/70
#5		18M		350						Single Smoke 25/75
#6		15M		350						Single Smoke
NOTES N07 15M 25 percent 2nd Smoke 5 mins										
N1 N08 10M 25 percent 2nd Smoke 10 mins 25 percent										
N9 (SA) 10M 30 " " 10 min 30										
N2 N0 4 " 4 " 4 " 4										
N011 10M 50/50										
#3										
#4										
#5										
#6										

UNITHERM FOOD SYSTEMS INCORPORATED  
1108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

November 08, 1996

Dennis Grubel  
STOCKTON FURTHER PROCESSING  
1111 Navy Drive  
Stockton, CA 95206

Dear Dennis:

The following are the tests we ran on your product. Please note that No. 5 was a test piece that UNITHERM had previously run. The smoke used was Charcoal Select by Red Arrow. I believe that if we had the correct smoke we could match the product, although samples ran very close.

	SMOKE TIME	TEMP.	YIELD	SMOKE CONCENTRATION
1)	10 min.	350° C.	98%	50/50
2)	10 min.	350° C.	98%	70/30
3)	13 min.	350° C.	97%	30/70
4)	12 min.	350° C.	97%	45/55
5)	DO NOT EAT 10 min. - DO NOT EAT	350° C.		85/15

Regards,

David Howard  
President

DH6303

U-00279

A DIVISION OF UNITHERM STAINLESS STEEL INCORPORATED

PTO-004034

UNITHERM Food Systems, Inc.										Date: 12/11/96	
Cooking Trial Data											
Test #	Hz. Set	Belt Speed	Cook Time	Product: HAM5		Start Weight	Cooked Weight	Yield	Internal Temp. F.	Remarks	
				Zone 1	Zone 2						
#1	23.07	FAST	15.60	350°C	X	6.635	6.355	ALL START	117	CHARCOAL SEERET 24P 50% 1MIN. DIP 50% SOLUTION	
#2	23.10	FAST	15.60	350°C	X	6.930	6.675	ALL START	117	50% 15 SEC. DIP 50% SOLUTION	
#3	23.10	FAST	15.60	350°C	X	6.080	5.845	ALL START	118	50% 15 SEC. DIP 50% SOLUTION	
#4	23.10	FAST	15.60	350°C	X	6.410	6.160	ALL START	118	50% SOLUTION CHARCOAL SUPREME	
#5	23.10	FAST	15.60	350°C	X	6.815	6.605	ALL START	118	50% SUPREME	
#6	23.10	FAST	15.60	350°C	X	7.890	7.740	ALL START	118	50% SUPREME	
NOTES 22-07											
#1											
#2											
#3											
#4											
#5											
#6 OK - DO THE BEST JUST LIKE IT.											

U-8196

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PTO-004035

#1 50% (w 5min) 2 wet RUNS @ 350°C  
 #2 100% NO DRY RUN 1 WET @ 100% 1 @ 50% @ 350°C  
 #3 100% 1 DRY RUN, 1 @ 100%, 1 @ 50%  
 INTERNAL  
 INTO MEAT  
 IN @ 38°F  
 #4 100% (24P) 1min NO DRY product TIME 14 min  
 #5 100% 6 min Dry 30 sec lg smoke TIME 15 -  
 #6 7 min Dry 30 sec 50/50 Tim 16:30

40 x 12.5 lbs.

= 500 x 3000 lbs

U-03913

PTO-004036

UNITHERM FOOD SYSTEMS INCORPORATED  
108 WEST HARTFORD  
PONCA CITY, OKLAHOMA 74601  
TELEPHONE: 405-762-0197  
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

December 26, 1996

Kent Kring  
ARMOUR SWIFT-ECKRICH  
2001 Butterfield Road  
Downers Grove, IL 60515-1049

Dear Kent:

Thank you for your time discussing your browning and smoking applications. I hope I won't be "blackballed" by you for knowing Charlie Pausch and Brian Dowd -- what a pair! As I promised, enclosed is a full set of catalogs and our latest video

Our RapidFlow II Convection Oven is ideally suited to this operation. You will achieve the following results using a UNITHERM RapidFlow II Oven in combination with liquid smoke product.

- Yield improvements of 4% - 5% over existing process
- Uniformity of color on all pieces
- Labor reduction due to **not** having to re-rack the turkey breasts
- Reduction in chill times to allow faster turnover
- Additional capacity by relieving the Alkars of smoking duties
- Internal core temperature rise of 10°C

These are quantitative numbers; we have already achieved these results. You can expect throughputs in excess of 6,000 pounds per hour and can incorporate a variety of features including automatic strip-off of casings, liquid smoke deluge, natural smoke introduction, C.I.P., and various chilling arrangements. All of these are in-line with the oven and require no additional labor

Kent, at a 4% yield improvement, you can expect a savings of over \$6,000 per day, assuming 7,000 pounds per hour at 16 hours per day, using the RapidFlow Oven instead of your Alkars.

We can arrange a demonstration for you and your associates in our facility, or if you prefer, you may ship your product to us for cooking trials

PTO-004037

U-03931



**Kent Kring**

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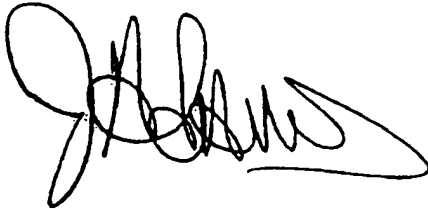
12/26/96

Either way, we would need one or two control units, and about 12 pieces of your product for the trials. We would also need to know which liquid smoke product number you use and if you prefer to use Red Arrow or Zesti.

I will contact you December 30 to pursue this further.

Thank you for your support of **UNITHERM Food Systems, Inc.**

Very truly yours,

A handwritten signature in black ink, appearing to read "Jerry Adams", with a large, sweeping flourish at the end.

**Jerry Adams**  
**Sales Manager**

JA2120K

**PTO-004038**

**U-03932**

UNITHERM Food Systems, Inc.										
Cooking Trial Data										
Test #	Belt Speed	Cook Time	Product: <u>HAMS</u>		Start Weight	Cooked Weight	Yield	Supplied By:	Remark	
			Temperatures C.							Internal Temp. F.
			Zone 1	Zone 2						
#1	23.09 DRY 10 MIN	22.09 COOK	350°	/	8.940	8.770		REC: cook 138° 40° C. 10 min. 50% 10 min. 50% 10 min. 50% 10 min. 50%		
#2	23.09 10 MIN DRY	23.09 10 MIN COOK	350°	/	7.985	7.800		50% 10 min. 50% 10 min. 50%		
#3	10.24 DRY 10 MIN	25.09 10 MIN	350°	/	8.310	8.045		WONT SEND DOESNT MATTER LOOKS DEAD		
#4	10.24 DRY	10.12 COOK	350°		8.695	8.520		50% Super Smoke Policy		
#5										
#6										

e: 12/29/96

Supplied By:

Internal Temp. F.

Remark

705: 100% EXT. 138°  
40% 100% 50% 100%  
50% 100% 100% 100%  
50% 100% 100% 100%  
WONT SEND  
DOESNT MATTER LOOKS DEAD.  
50% Super Smoke Pocy

NOTES

#1 JUST FINE MAYBE A BIT MORE SMOKE - JAVE SAYS DONT SEND

#2 OK

#3 LOOKS DEAD. DONT SEND! SHOP ATE IT ANYWAY

#4 ZESTY SMOKE - GOOD COLOR, STRONG ODOOR - MESQUITE

#5

\* #1 \* #2

12/29/96

**Imported:**

#3 #1 #6 #9 #8

## 1

2



✶

5

**U-00219**

PTO-004040

## Date: December 30, 1996

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PTO-004041

UNITHERM Food Systems, Inc.										Date:
Cooking Trial Data										
Test #	Belt Speed	Cook Time	Product:		Start Weight	Cooked Weight	Yield	Supplied By:		
			Temperatures C.					Internal Temp. F.	Remark	
			Zone 1	Zone 2						
#1		10 Min	350°C		7.985	7.800	98%		Charcol Supreme 50/50	
#2					8.695	8.520	98%		Zesty Poly 50/50	
#3					8.325	8.185	98%		Zesty Poly 50/50	
#4					9.755	9.595	98%		Zesty Poly 50/50	
#5					9.830	9.665	98%		Zesty Poly 50/50	
#6					9.175	9.005	98%		Charcol Supreme 50/50	
NOTES										
#1										
#2										
#3										
#4										
#5										
#6										

UNITHERM Food Systems, Inc.										Date:
Cooking Trial Data										
Test #	Belt Speed	Cook Time	Product:		Start Weight	Cooked Weight	Yield	Supplied By:	Internal Temp. F.	Remarks
			Zone 1	Zone 2						
#1	23.09 10 Mins	10 Mins	350 °C		7.985	7.800				Charcol Supreme <del>by 60/50</del>
#2	23.09 10 Mins	10 Mins	350 °C		8.695	8.520				Charcol Supreme
#3		10 Min	350 °C		8.325	8.185				Charcol Supreme
7		10 min	350 °C		9.310	9.135	98%			Charcol Supreme
8		10 Min	350 °C		7.788	7.610	98%			Charcol Supreme <del>by</del>
#6		10 Min	350 °C							
NOTES										
#1										
#2										
#3										
#4										
#5										
#6										